

REQUEST FOR PROPOSALS

2007 Cattle Operations

FY07-RFP-001

VALLES CALDERA NATIONAL PRESERVE

SUBMISSION DUE DATE: JANUARY 9, 2007

MANDATORY PRE-BID CONFERENCE DECEMBER 13, 2006

The Valles Caldera Trust (the Trust) is seeking proposals to operate an ecologically and economically viable cattle operation on the Valles Caldera National Preserve (Preserve) for the summer grazing season of 2007. All livestock operators are eligible, including permittees on USFS and BLM lands, private land livestock operators, and ranchers on state trust and tribal lands. For the purposes of this program, an eligible participant is identified as: 1) a single land owner, 2) a partnership or company, 3) a corporation or association, or 4) a non-profit organization.

The Trust has identified a minimum capacity for 1,000 Animal Units and a maximum capacity of 2,000 head of cattle (maximum established in the Preserve's 2002 Environmental Assessment for the Interim Grazing Strategy) to graze on the Preserve for approximately 120 days (June 1, 2007 through September 30, 2007). One animal unit is defined as one mature lactating cow (approximately 900-1,000 lbs) with a nursing calf. Foraging values are adjusted by 0.7 for steers, yearlings and replacement heifers (Table 1).

Table 1. Animal Unit Equivalents at minimum and maximum capacities for cow and calf pairs and for steers for entry dates of June 1 and June 15.

Number Cow and Calf Pairs	Number Yearlings	Number of Months (Entry Date)
1,000	1430	4.0 (June 1)
1,140	1630	3.5 (June 15)
1,200	1720	4.0 (June 1)
1,370	1960	3.5 (June 15)
1,400	2,000	4.0 (June 1)
1,600	2,000	3.5 (June 15)
1,600	2,000	4.0 (June 1)
1,829	2,000	3.5 (June 15)
1,800	2,000	4.0 (June 1)
2,000 Maximum	2,000 Maximum	3.5 (June 15)

This request for proposals is based on 1,000 cow/calf pairs or 1,430 yearlings entering the Preserve on June 1, 2007. Prevailing climate and range readiness may require delays in entry (no later than June 15, 2007). Stock numbers may be increased if conditions during the range readiness assessment warrant. The Trust will make the decision whether or not to increase capacity on April 15, 2007. Table 1 presents the number of cow-calf pairs and their steer equivalents based on entry dates of June 1, 2007 (4 months of grazing) and a delayed entry of June 15th.

The respondent may include value added options, including research or monitoring projects, educational seminars associated with ranching or range management, or workshops or demonstrations of ranching activities such as herding with dogs, grading cattle, etc. Proposed value added activities will be evaluated for compliance with Trust goals and with existing laws, including the National Environmental Policy Act and the National Historic Preservation Act (other state and federal laws may apply). Value added activities associated with cattle operations must provide for public safety, will not require or cause significant ground disturbance, do not have the potential to affect water quality and can be conducted under current management policies. Added value activities require a full insurance policy and proof of experience.

BACKGROUND

The Valles Caldera Preservation Act (Act), Public Law 106-248, created the Trust as a wholly-owned government corporation to manage the Valles Caldera National Preserve. A nine-member Board of Trustees governs the Trust and the Executive Director oversees management of the Trust and the Preserve.

The Valles Caldera National Preserve was established to “protect and preserve the scientific, scenic, geologic, watershed, fish, wildlife, historic, cultural, and recreational values of the Preserve, and to provide for multiple use and sustained yield of renewable resources within the Preserve.” The Act states that the Preserve will be operated as a working ranch.

LOCATION AND DESCRIPTION

The Preserve is approximately 89,000 acres of high elevation forest and grasslands and is located in the Jemez Mountains (primarily in Sandoval County) of north central New Mexico. The main entrance to the Preserve is located 75 miles northwest of Albuquerque, 21 miles north of Jemez Springs and 18 miles west of Los Alamos (see attached Location Map). The Santa Fe National Forest, Bandelier National Monument and Santa Clara Pueblo surround the Preserve. Prior to federal acquisition in 2000, the property was known as the Baca Location No. 1. Commercial use of the resources, including ranching, timber harvest, and hunting, occurred on the Preserve under various owners since the 19th century. For additional information, visit our web site at www.vallescaldera.gov.

Since federal acquisition, the Trust has operated a variety of livestock programs including replacement heifer, cow-calf and conservation stewardship programs. Under these programs the Trust has run 600-800 head totaling fewer than 2,400 Animal Unit Months annually. The livestock program operates in and around a series of “valles” or large, montane pastures totaling about 27,000 acres (see attached pasture and image maps). These grasslands produce abundant forage, which attracts about 3,000 elk to the Preserve.

- The valles are accessible by pick-up truck and trailer.
- Water is available through a series of functional earthen tanks and live streams.
- Four-wheel drive is necessary sometimes.
- A pack animal or ATV is useful for hauling equipment or supplements.
- Mountain meadows are dominated by non-grass graminoid species, especially sedges and rushes, and Kentucky bluegrass and Timothy; valley slopes are dominated by Arizona

fescue, pine dropseed and Parry's oatgrass; and grazable woodlands are dominated by Kentucky bluegrass, Parry's oatgrass, Thurber's fescue and Arizona fescue.

- Fences, which are typically 4-5 strand barbed wire, consist of approximately 53 miles of boundary fence and 64 miles of interior fence.
- The primary safety concern on the Preserve is frequent afternoon lightning storms during July and August.
- Other hazards include high elevation, uneven terrain, prairie dog holes, bogs, mud and other hazards typical of natural environments.

SCOPE OF CONTRACT

A description of services and related work will be included in the terms, specifications and provisions of the contract.

Proponents are expected to provide cattle as well as supplies, equipment, livestock and labor for all aspects of the cattle operation. This will include transportation of cattle to and from the Preserve and management and care of the cattle while on the Preserve. Management and care should provide for the stewardship of the land and the animals. It is expected that management of the cattle will be accomplished primarily on horseback, but may include the use of trained stock dogs. Most pastures are accessible by pick-up truck with horse trailer. Use of ATVs is limited to those activities where motorized vehicles are the only practical tool for accomplishing required work, such as placement of supplements, temporary fencing and transportation of supplies and equipment.

NOTES TO BIDDERS

The Statement of Work/Technical Specifications below are guidelines and not all-inclusive. This is a best value procurement and it is our intention to enter into final negotiations with the top bidder(s).

STATEMENT OF WORK/TECHNICAL SPECIFICATIONS

1. Deliverables will include:
 - A. Delivery of livestock within 5% of animal units identified in the submitted proposal.
 - B. Performance of management activities as described in the submitted proposal.
 - C. Range rider logs documenting herd management as described in the submitted proposal.
 - D. Performance of value added activities as described in the submitted proposal.
 - E. Documentation of animal health for all cattle, horses, and dogs being brought onto the Preserve. Veterinarian certification or other proof of immunization will be required.
2. Performance Requirements
 - A. Safety

The successful proponent will develop a safety plan that identifies the potential hazards and accident prevention measures associated with all proposed activities. The Trust is available to assist the proponent with this requirement upon request.

B. Payments

- 20% of guaranteed monies will be paid to the Trust when the contract is signed.
- 20% of guaranteed monies will be paid to the Trust at time of entry.
- Remaining 60% of guaranteed and any realized potential monies will be paid to the Trust before cattle leave the Preserve.

C. Weed Prevention

- Vehicles (except those identified for commuting), trailers and horses will remain on the Preserve during the grazing season.

D. Livestock Health

- All livestock should have health exams before entering the Preserve and shall be free of contagious diseases. The successful applicant will submit a health plan for vaccinations and worming to the Trust for approval. Proof of treatment of animals will be required.
- Steers will be vaccinated with Cattle Master 4 or equivalent, Ultrabac 8 or equivalent and Ivomec Pour-On or equivalent prior to entry.
- Cows will be vaccinated with Cattle Master 10 or equivalent and Ultrabac 8 or equivalent prior to entry.
- Bulls must be tested for trichomoniasis and brucellosis and negative results provided in writing. Bulls will be vaccinated with Cattle Master-4 or equivalent and Ultrabac 8 or equivalent prior to entry.
- Horses will have a current Coggins test and West Nile virus test, a current health certificate provided by a veterinarian, and inspection papers issued by the NM Livestock Board or out-of-state equivalent.
- The successful applicant will provide proof of current vaccinations for rabies, parvo, distemper and deworming for each working stock dog brought onto the Preserve. Dogs shall be free of fleas and ticks. *Note to bidders: Coyotes on the Preserve have tested positive for distemper, parvo, and plague. In addition, the Trust hosts recreational activities that include overnight or dark night that emphasize the experience of the Preserve's natural soundscape. Dogs must be controlled at all times.*

3. Additional Requirements:

- A. Riparian areas are fragile habitats and require close monitoring and range riders.
- B. Grazing will be limited to 18 pastures and traps.
- C. Off road driving is not allowed on the Preserve except for ATVs.
- D. ATV use is limited to transport of salt, mineral and equipment.

- E. Ability to rope and doctor in pasture is recommended.
- F. Control of coyotes or other predators is specifically forbidden.
- G. Access to the Preserve is limited. Working and living on the Preserve requires compliance with all rules governing behavior of everyone on the Preserve.

LABOR, EQUIPMENT, SUPPLIES AND OTHER MATERIALS TO BE PROVIDED BY THE TRUST

1. Quarters – three-bedroom house, equipped with basic furnishings and three bunk-beds (sleeping for six) is available and can be rented for \$250.00/month if use is considered in the proposal.
2. RV Hook-up is available and can be rented \$50.00/month if use is considered in the proposal.
3. Two sets of shipping pens with working chutes and certified scales are available.
4. A tack shed that can be locked is available for use by the proponent for no fee.
5. Up to seven (7) pastures and corrals are available for horses at no fee. Up to four (4) horses per rider, not to exceed 16 total horses, are allowed on the Preserve; no stallions are allowed.
6. A range conservation specialist will be provided by the Trust for program oversight.
7. A forward grazing plan (single herd rapid rotation) will be developed by the Trust in cooperation with the successful applicant and will be followed by the successful applicant. Changes to the grazing plan will be negotiated with the successful applicant during the grazing season.
8. The Trust will maintain existing interior and perimeter (boundary) fencing; program-specific temporary fencing will be the responsibility of the proponent.
9. Monitoring will be the responsibility of the Trust and may result in alterations to the grazing plan or removal of animals from certain areas of the Preserve.

ADMINISTRATIVE CONSIDERATIONS

1. This request does not commit the Trust to pay any costs incurred by the applicant in the submission of this proposal. The Trust will treat each proposal as proprietary information, except the selected proposal, which will become part of the public record of the Trust. Proposals will not be returned.
2. The Trust reserves the right to reject any or all proposals.
3. The Trust will review all received proposals and select the finalists, which then may be asked to participate in an oral interview with the Trust selection committee (this may be by telephone).
4. The Trust reserves the right to conduct discussions with any applicant if it is deemed necessary for understanding, clarity or negotiations.
5. Site visits will be provided following award of the contract.

EVALUATION CRITERIA

Award Determination – Each proposal will be evaluated on the following rating system:

1. Economic Return to the Trust (25%),
2. Livestock Management Plan (25%),
3. Resource Protection Strategy (15%),
4. Experience of the Proposed Organization and Key Personnel (30%), and
5. Direct and Indirect Benefits (5%).

To the maximum extent practical, proposals should include narrative statements that are quantitative as opposed to qualitative. For example:

Example 1:

- Quantitative - *“# number of range riders will move cattle # times per week and use XYZ as a supplement placed in # number of locations away from riparian areas.”*
- Qualitative - *“Range riders will use herding techniques and supplements to adequately protect resources.”*

Example 2:

- Quantitative – *“I have owned and operated the XYZ cattle ranch for 20 years. We run 1,500 head of steers annually on pasture leased on the ABC, or DEF ranches.”*
- Qualitative – *“I have been in the cattle business for 20 years.”*

Evaluation Criteria

Describe the monetary returns that will accrue to the Trust. Benefits should be described in terms of guaranteed (e.g., price per head or flat grazing fee) and potential or variable (e.g., bonus to be paid on better than average weight gain for steers) returns.

Describe in detail the overall plan for managing the livestock while on the Preserve, including, but not limited to: the number and type of vehicles to be used; the number of horses to be used; the amount, type, and location of temporary fencing to be installed, the ability and willingness to adhere to a strict grazing plan, pasture rotation plans, and the proposed safety procedures to be implemented. Innovative management plans, consistent with the conditions found on the Preserve, are encouraged.

Describe the proposed methods for livestock transport to and from the Preserve, including items such as time frames, number and size of vehicles, and safety procedures.

Describe how dogs will be used and controlled while not working on the Preserve, if applicable.

Describe in detail the proposed herd health program, including disease prevention and the management of the animals' health while on the Preserve.

Describe how the ecological objectives of the Preserve will be met concurrently with the livestock grazing activities, including, for example, how riparian, especially stream banks will be protected from livestock-caused damage and what procedures will be used to prevent weed infestation.

Describe the experience of the proposing organization with similar livestock operations on similar landscapes, particularly high-altitude and ecologically sensitive landscapes.

Describe the experience of the proposed range riders with similar livestock operations on similar landscapes, particularly high-altitude and ecologically sensitive landscapes.

Describe the regional economic impact of the proposed livestock management plan, including, for example, the location of buying and selling the livestock, residence of the range riders, and the location of purchasing supplies.

Describe the social, educational, research and/or environmental benefits of the proposed livestock management plan.

Required References

For the proposing organization, a minimum of three (3) personal or professional references, including name, address, telephone number, and email address, if applicable, and one (1) bank reference, including name and contact information.

For each range rider, a minimum of two (2) personal or professional references, including name, address, telephone number, and email address, if applicable. If the names of the range riders are not known when the proposal is submitted, references will be provided to the Trust before entering the Preserve.

PROPOSAL FORMAT AND CONTENT

1. The format of proposals should:
 - A. Include a copy of the cover/signature page on each copy of the proposal
 - B. Be printed on one side only
 - C. Include three (3) copies of the proposal
 - D. Have all pages numbered

COMPLIANCE

It is the responsibility of the selected bidder to comply with all applicable state and federal laws and regulations.

MANDATORY PRE-BID MEETING

A **mandatory pre-bid meeting** will be held on December 13, 2006 at 10:00 am at the Trust's offices in Jemez Spring (18161 Highway 4, Jemez Springs, NM) for all potential bidders.

Information about the landscape, forage resources and facilities on the Preserve will be presented and discussed. A site visit to the Preserve may be conducted after the pre-bid meeting at the request of bidders. Contact Dennis Trujillo, at 505-428-7731 or 505-661-3333, or via email at dtrujillo@vallescaldera.gov for additional information. An addendum may be issued after the pre-bid meeting covering issues raised by the participants.

PROPOSAL SUBMITTAL INSTRUCTIONS

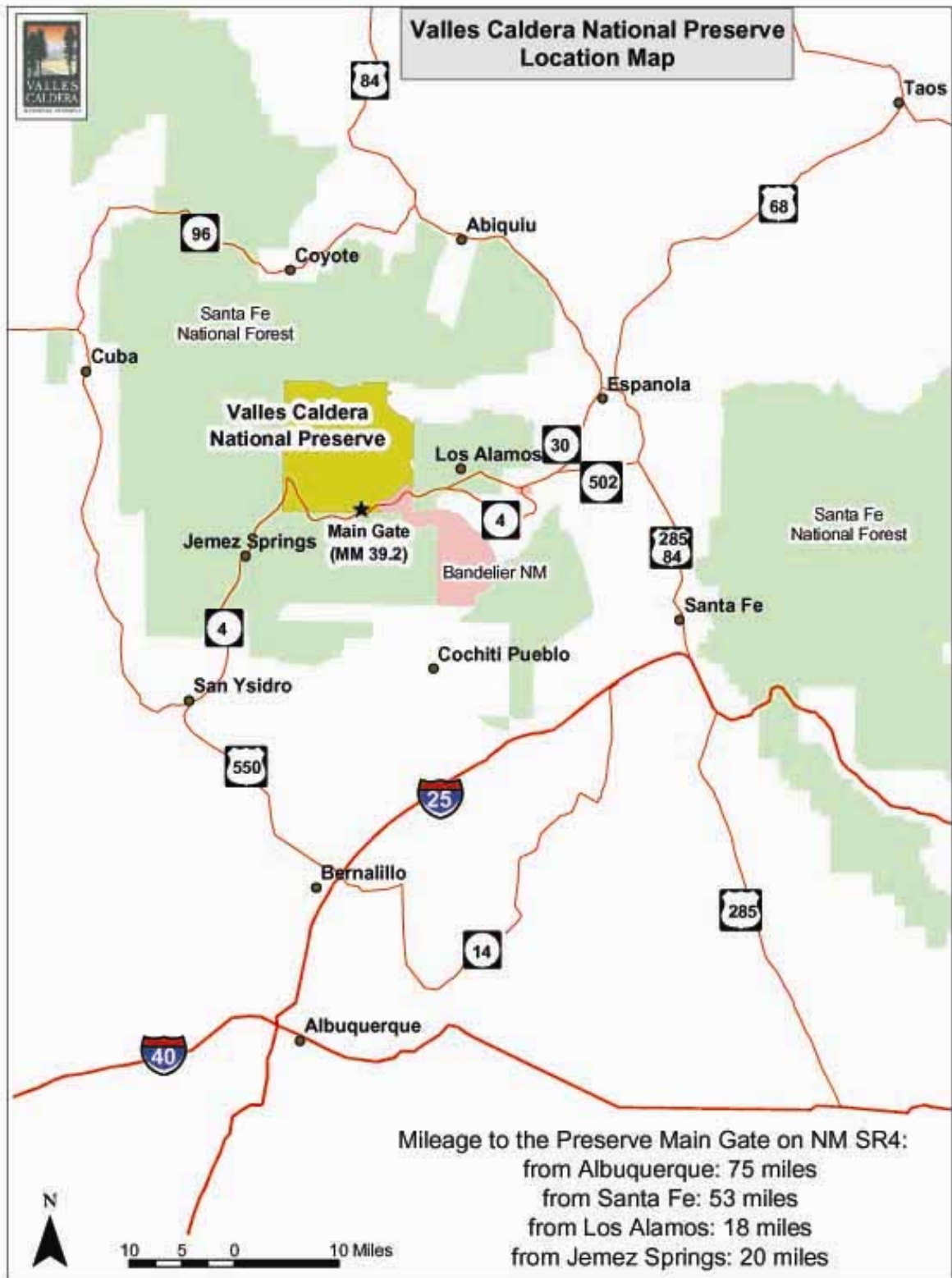
1. Three copies of the proposal must be received at the address below no later than **4:00PM, MST on January 9, 2007**.
2. Proposals submitted via U.S. Postal Service should be addressed as follows:

**Dennis Trujillo
ATTN: 2007 Livestock Program
Valles Caldera National Preserve
P.O. Box 359
Jemez Springs, NM 87025**

3. Proposals that are hand-delivered or submitted via Federal Express or any other parcel service should be delivered to the physical address as follows:

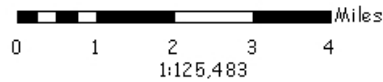
**Dennis Trujillo
ATTN: 2007 Livestock Program
Valles Caldera National Preserve
18161 Highway 4
Jemez Springs, NM 87025**

For any questions, please contact Dennis Trujillo, dtrujillo@vallescaldera.gov 505-428-7731 or 505-661-3333.

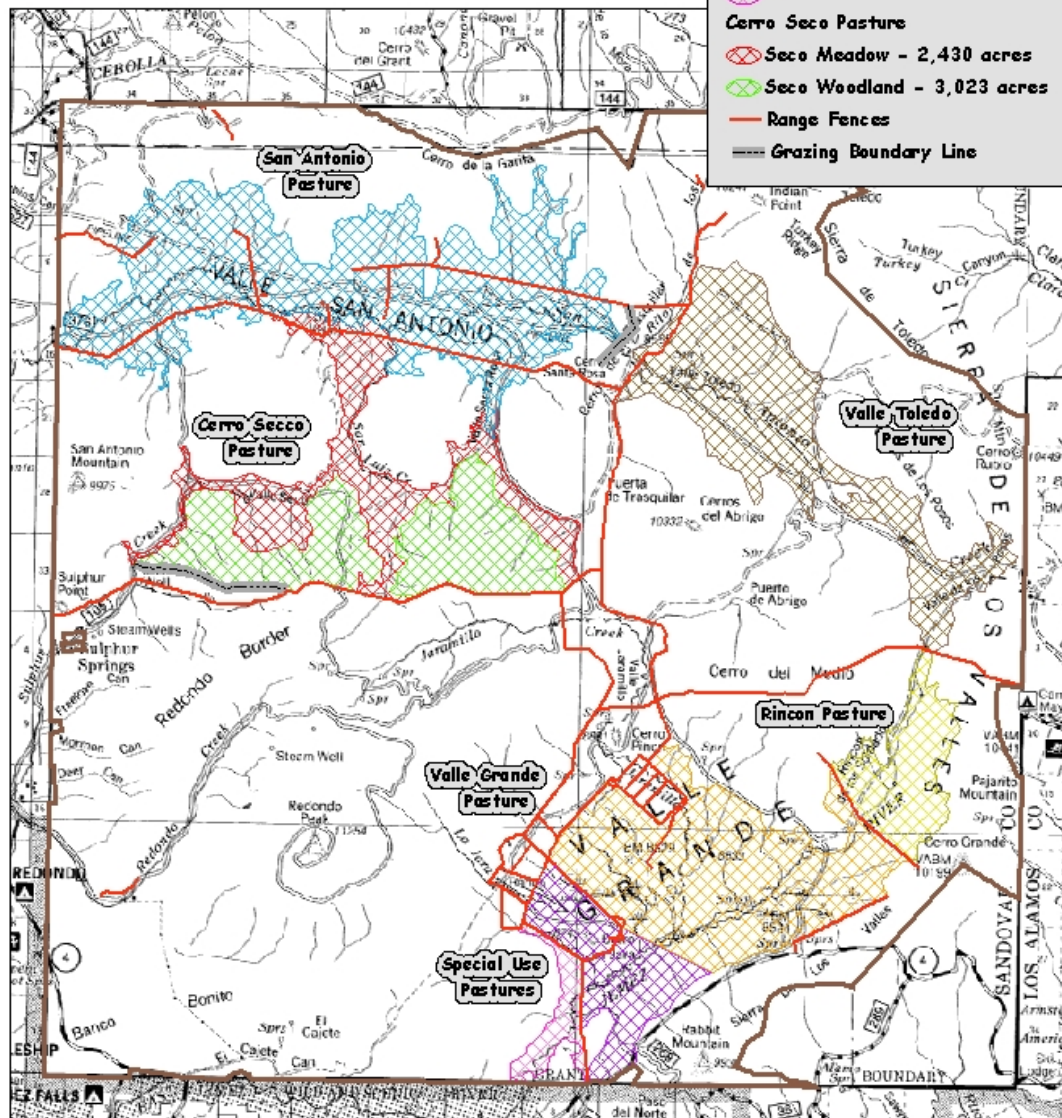


Valles Caldera National Preserve

Proposed 2003 Grazing Pastures



- San Antonio Pasture - 6,548 acres
- Valle Grande Pasture - 4,336 acres
- Toledo Pasture - 3,792 acres
- Rincon Pasture - 1,258 acres
- Special Use Pasture - 1,552 acres
- Special Use Pasture - 436 acres
- Cerro Seco Pasture
- Seco Meadow - 2,430 acres
- Seco Woodland - 3,023 acres
- Range Fences
- Grazing Boundary Line



3/7/03

